Automotive News

November 19, 1984

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Chevy by Isuzu

Spectrum bows

Spectrum, made by Isuzu in Japan and handled by Chevrolet dealers in 16 East Coast states and the District of Columbia, goes on sale this week. Spectrum is available as a two-door hatchback or the four-door notchback sedan shown here. Story, more pictures on Page 20.

U.C. rule to help buyers but won't burden dealers

By Helen Kahn
Washington Bureau Chief

WASHINGTON. — The major thrust of the final used-car rule announced by the FTC is to disclose who pays for repairs after the sale, the dealer or the consumer.

The effective date is May, 1985 — almost exactly 10 years since the start of an industry-wide investigation to find out if used-car dealers used false and deceptive practices in advertising and promoting sales of cars, warranties and service contracts.

It is also about 9½ years after FTC first proposed a sticker that would inform buyers of such things as some history of a car's use and work done by a dealer costing more than $100. Eventually, a window sticker of "known defects" for dealer checkoff was proposed and this ignited widespread dealer opposition.

This absolutely final rule — after some tinkering by FTC for NADA to certify warranty responsibility — asks the Second Circuit Court to dismiss the case brought by NADA (August, 1981) when Wendell Miller, a Syracuse dealer was president of NADA. Since the controversial "known-defect" section is gone, dismissal is expected.

Next May, used cars sold by used-car dealers — both franchised new-car dealers selling used cars and independent dealers but not individual citizens — must contain a Buyers Guide on the side window with the following data:

1. A statement of the terms of any warranty offered.

2. A prominent statement of whether the dealer is selling the car "as is" and, if so, that the consumer must pay for repairs after the sale.

3. A warning that spoken promises are difficult to enforce, coupled with a suggestion to get all promises in writing and a statement advising the buyer to keep the window sticker for reference after the sale.

4. A suggestion that the consumer ask for an independent inspection of the car.

5. An identification on the back of the window sticker of the major mechanical and safety systems of the car, including a list of some major defects that may occur in used cars.

6. Information about the availability of any service contracts.

• The FTC vote — which was one commissioner short because of the Oct. 15 departure of former Chairman Michael Pertschuk—was three to one.

Frank E. McCarthy, NADA executive vice president, said, "NADA is encouraged that the final used-car rule provides consumers with useful information without imposing unreasonable burdens on dealers.

"The decision by the FTC to eliminate the previously pro-

Continued on Page 53, Col. 1

Trucks up slightly at 41½

Import-car supply holds at 24 days

By Kathleen Hamilton
Assistant Managing Editor

The supply of new imported cars at dealerships and ports held steady at 24 days on Nov. 1, although the actual stockpile rose to the highest level since Aug. 1, as Chevrolet began shipping the new Isuzu-built Spectrum to its East Coast dealers in anticipation of its mid-November launch.

There were 186,567 imported cars in inventory as November opened, compared with 179,171 a month earlier and 217,965 a year earlier. The new Spectrums accounted for roughly 3,500 of the Nov. 1 total; if they hadn't been included in the import-car total, the stockpile of all imported cars would have been equal to a 23-day supply.

The stockpile of cars has been in the same range — 23 to 25 days' worth — since June 1, with sales increasing and decreasing along with availability.

There was a 41½-day supply of imported trucks in inventory on Nov. 1, or 87,756 units. One month earlier, there was a 39-day supply, or 78,770 units; one year earlier, a 58-day supply, or 70,778 units.

Led by Toyota, import-truck sales shot up during the month, but shipments more than kept pace.

Some of the days-supply figures for cars bear explaining. For example, Honda, Nissan and Toyota numbers are quite similar to their Oct. 1 figures. But all three saw sales skyrocketing during October; to keep their days-supply levels steady, their shipments kept pace.

On the flip side of the coin, Subaru's sales fell by a third because of shortages; its inventory was nearly halved, too, resulting in only a one-day difference in supply.

Chrysler Corp.'s days-supply figures for its Mitsubishi-built cars fell dramatically because of sales increases.

During the month, the stockpile of all Japanese cars increased by only a few hundred units over and above the Spectrum increase. There was an 18-day supply of Japanese cars — 17 without Spectrum — compared with a 19-day supply a month earlier and a 24-day supply a year earlier.

The increase in Volkswagen's supply of imported cars was mainly attributable to a 50-percent increase in inventories for the launch of its new Jetta; however, its October cleanout-period sales were lower than those of the previous month, also adding to its inventory.

Porsche's inventory was esti-

Continued on Page 53, Col. 4

IMPORT STOCKS

	Nov. 1, 1984	Oct. 1, 1984	Nov. 1, 1983
Chevrolet Sprint	34	22	....
Chrysler	48	69	67
Honda	6	8	22
Isuzu	51	52	70
Mazda	23	17	24
Mitsubishi	15	17	55
Nissan	24	24	23
Subaru	11	14	34
Toyota	11	12	12
JAPANESE MODELS	18	19	24
Audi	48	40	50
BMW	51	58	58
Mercedes-Benz	18	22	26
Porsche**	30	29	31
Volkswagen	70	38	87
GERMAN MODELS	45	39	52
Alfa Romeo	126	59	114
IAI**	662	638	....
Jaguar	14	8	15
Maserati	44	40	....
Peugeot	59	49	53
Renault	256	217	119
Saab	25	41	31
Volvo	44	47	46
OTHER MODELS	55	58	56
TOTAL IMPORTED CARS	24	24	29
Chrysler	52	55	68
Isuzu	76	55	89
Mazda	16	14	26
Mitsubishi	27	40	75
Nissan*	47	44	67½
Toyota	41	40	52
TOTAL IMPORTED TRUCKS	41½	39	58
TOTAL IMPORTED VEHICLES	27	27	33

*Includes domestic-made trucks. **Estimated.

Eastern area eyed; decision expected in 6 months

Isuzu ponders U. S. truck plant

By Jake Kelderman
Washington Reporter

WASHINGTON. — U. S. auto makers, already facing stiff competition from the Japanese in the passenger-car market, are about to see that competition spread to their last stronghold, the light- and medium-truck market.

According to informed sources, Isuzu Motors, Ltd., will construct a truck plant in the Eastern U. S.

Isuzu, a truck-making powerhouse in Japan, began selling Class 3 commercial trucks in the U. S. in September through a U. S. subsidiary of its auto-distribution arm, and is slowly building a dealer network here.

Thus far, it has moved about 250 of its KS diesel-powered models which Isuzu says, unlike the domestic counterparts, are constructed as trucks rather than "modifications of van chassis."

Class 3 trucks are used primarily for in-city delivery purposes. Industry analysts predict that the in-city commercial-truck market will continue to grow steadily through the end of the decade.

• Jack Dawson, Isuzu Truck national sales manager, said Isuzu will sell more than 1,000 KS trucks in the U. S. in 1985, and that if it weren't for production constraints at the single home plant in Japan, it could sell even more.

"They can make only 100,000 there and it's always a fight for a bigger allotment," he said.

Sources say Isuzu has been studying the feasibility of putting up a truck plant in the U. S. for about two years and that it has narrowed the location to the Mid-Atlantic states, with a final decision due within six months.

Currently, Isuzu Truck of America has outlets in 18 states, primarily in the East, South and West.

Isuzu, which is 34.2 percent owned by General Motors, already supplies GM with a Class 6 medium truck, and sources indicate that Isuzu's move to build in the U. S. comes with the "encouragement" of that company.

Since January of this year, Isuzu has supplied GM with 2,350 Class 6 Chevrolet Tiltmaster and GMC Forward cabover-type trucks, about 350 more units than it had planned on for the whole year. By 1986, fully two years ahead of projections, Isuzu plans to supply as many as 5,000 units annually to the GM divisions.

breaking news

New-car sales increase forecast

ANN ARBOR, Mich.—U. S. auto sales will continue to climb for the next two years, peaking in mid-1986 and then leveling off, according to a new forecast released by the University of Michigan. U-M Economist Saul H. Hymans said lower interest will cause new-car sales to increase from an annual rate of 10.3 million this quarter to 10.6 million at the end of 1985 and to 10.8 million by mid-1986 and then remain at that rate for the balance of 1986.

Avanti convertible stickered at $45,900

SOUTH BEND. — The Avanti convertible will have a suggested retail price of $45,900 when it is publicly introduced Jan. 25. It will feature some body changes to update styling, according to Steven H. Blake, chief executive officer of Avanti Motor Corp. The new Avanti GT will follow in mid-1985 as an '86 model, Blake said.

See BREAKING NEWS, Page 8, Col. 1

NEWSPAPER

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Workers bemoan lack of contract

2nd shift to be added for Chrysler H-cars

By Marjorie Sorge
Labor Editor

STERLING HEIGHTS, Mich. — Chrysler Corp. has been making the Chrysler LeBaron GTS and the Dodge Lancer H-cars for about six weeks, but the workers at the assembly plant here are unhappy — they don't have a labor agreement.

There are currently about 2,000 hourly workers at the Sterling Heights plant working one shift. A second shift, which will employ about 1,700, will be added in the first quarter of 1985.

According to Chrysler Chairman Lee A. Iacocca, Chrysler plans to recall all its indefinitely laid-off workers in the Detroit area to fill the shift and then start hiring off the street for the first time in years.

At the official presentation of the new cars last week, Iacocca drove a Dodge Lancer ES while UAW Vice President Marc Stepp drove a LeBaron GTS through mist and flashing lights to a podium for their remarks.

During the preview, some of the UAW officials attending the ceremonies were introduced, and some workers booed. While both Iacocca and Stepp were met with standing ovations and cheers, the cheering was not as loud for Stepp.

Workers interviewed later said they were unhappy working without a contract. The major sticking point in the talks is the number of job classifications at the plant. Chrysler wants three skilled trades and three production classifications, which the UAW finds unacceptable. There are traditionally an average of 125 job classifications in an assembly plant.

• Talks have been held off and on since the summer of 1983 but have become more intense since the plant began operating in late September.

According to Robert Jensen, administrative assistant to Stepp, director of the UAW's Chrysler department, the union did not want to begin intense bargaining until the plant began operations and all the workers involved were working.

About two-thirds of the workers come from closed Chrysler plants and have been out of work in an assembly plant for the last five years, Jensen said.

"They are coming in cold, and haven't seen the changes in assembly plants," he said. "They have not been here to evolve with those changes."

In the past five years, assembly plants, and other automotive plants, have become increasingly more technical, requiring more skills and more duplication of jobs. The workforce at the new Sterling Heights plant received more than 900,000 man hours of training prior to the launch.

The second shift will also be trained. It will also allow Chrysler to call back all indefinitely laid-off workers in the Detroit area. There are currently about 3,000, of whom 500 are skilled trades people and will be needed for the second shift.

Chrysler estimates that only 900 to 1,100 of the remaining 2,500 are still available for the second shift. Jobs will also be offered to Chrysler workers laid off in other parts of the country, but the company does not expect many of those people to move. After all those avenues are exhausted, Chrysler will begin hiring from the street.

• The new Sterling Heights plant cost Chrysler $650 million to modernize. The company is leasing it with option to buy from Volkswagen.

Chrysler has spent $7.5 billion in new product development during the last five years and plans to boost that to $10 billion in the next five years, Iacocca said. All that investment will be in America, he said.

He told the workers attending the preview, "I want you to see what Chrysler Corp. is doing with its obscene profits." The UAW has referred to corporate profits as obscene.

Chrysler expects to make a record $2.5 billion this year.

Sterling Heights is building the new front-wheel-drive Chrysler LeBaron GTS and Dodge Lancer five-door sports sedans at a rate of 60 an hour. They are geared "to the baby boomers who once went nuts over the Mustang," Iacocca said.

Some are even referring to the models as the "yuppie car," he said.

The plant has 97 body-welding robots, 72 materials-handling robots and 162 lasers and laser cameras. The paint shop is so clean it could be rented out at night for surgery, Iacocca joked. He said the new technology allows the company to paint twice as many cars as it did five years ago with the same amount of paint.

By 1988, all Chrysler plants will look like this one, he said.

"This doesn't look like smokestack America because it's not," Iacocca said, pointing to the single smokestack above the Sterling Heights plant. "Notice that single stack. That is the future."

Stepp also praised the new plant and encouraged the workers to strive for quality.

"Make a car you can be proud to own and drive and others will be proud to own and drive," he said.

New Alfa wagon by Pininfarina

Alfa Romeo has added this front-wheel-drive station wagon, the Giardinetta, to its Alfa 33 line for 1985. The 1-5-liter engine is a new option. Pininfarina also produces a 4WD sedan and wagon for the 33 range.

B-W may sell share of Dutch CVT maker

By Richard Feast
European Editor

TURIN, Italy. — The belief that Borg-Warner is pulling its 24-percent stake out of the troubled Van Doorne Transmissie Co. throws further gloom on future production plans for the CVT automatic gearbox.

The wall of silence on the subject at the auto show here masked a period of intense activity behind the scenes by the shareholders.

An attempt by one of VDT's Dutch bankers, AMRO, to withdraw credit lines was resisted by VDT. It was followed shortly afterwards by moves by one of VDT's West German component suppliers to put the company in liquidation.

A Nov. 9 meeting of shareholders heard that efforts by the Dutch Department of Economic Affairs to solve the problems with a flying visit to Borg-Warner's U. S. headquarters had come to naught.

Borg-Warner is said to have offered its share for sale — not for the first time — at a price which made other shareholders blanch.

"Borg-Warner has offered its shares for sale, but the price is not being made public because we're in the midst of negotiating," according to a company spokesperson in Chicago.

VDT's financial and production difficulties have been described recently by Automotive News. In addition to Borg-Warner, its shares are now distributed to Fiat Auto (24 percent), the Dutch state (12.5 percent) and Volvo Car BV of Holland (39.5 percent). Volvo Car is owned 70 percent by minority holding.

Vittorio Ghidella, Fiat Auto managing director, said in Turin last week, "Borg-Warner is anxious to pull out. On the other hand, we are keen to press ahead. We don't intend to abandon this program."

The future direction of VDT was being discussed secretly last week. Among the options are for Fiat or Volvo (or both) to purchase Borg-Warner's stake. As well as being expensive, this course will still require additional working capital to turn VDT from a research organization to a production one.

Other outside possibilities must be for Ford Motor Co. and General Motors to take up a financial involvement in the Dutch company. Both are committed to producing various types of CVTs — Ford is to supply Fiat from its Bordeaux (France) factory — using key components from VDT. But neither Ford nor GM has so far put any money directly into VDT.

The original plan was for Ford and Fiat vehicles with CVT to go into production last summer, followed one year later by GM through its Strasbourg factory. All programs are now at least one year behind schedule.

NHTSA asks Ford for a truck recall

WASHINGTON. — NHTSA has sent a letter asking Ford to recall 1977-81 F-350 and E-350 trucks and vans with dual rear wheels because cone nits fail to hold dual rear wheel assemblies.

UAW to ask Chrysler to reopen labor pact

By Marjorie Sorge
Labor Editor

UAW officials met last week to plan strategy for seeking a reopening of the current Chrysler Corp.-UAW labor agreement, according to UAW Vice President Marc Stepp.

Stepp, director of the UAW's Chrysler Department, and UAW President Owen Bieber were scheduled to meet late last week to formulate strategy, and Stepp indicated that a letter asking the company to reopen the agreement would be sent soon. The contract expires Oct. 15, 1985.

The union will be "displeased" if the corporation refuses to reopen in light of the expected record profit of $2.5 billion for 1985, Stepp said.

"When the workers see that, they'll discuss it across the lunch table and I'm sure they will say, 'Why not me?'" he said. "The profits should be shared with the workers."

Chrysler Chairman Lee A. Iacocca said the current agreement will cost $1.2 billion before it expires and he is really not interested in reopening.

"Our contract, which runs out Oct. 15 (1985), is pretty good and we'd like to run it out until then," he said.

The UAW has been threatening to send a letter to Chrysler for about two months, but the reopening request was put on the back burner until new agreements were reached with General Motors and Ford and until similar negotiations were completed in Canada.

• The union wants to get Chrysler "back on pattern with Ford and GM and would like to have the contracts expire the same day with basically the same wages and benefits. The new Ford and GM contracts expire Sept. 14, 1987.

Chrysler workers currently

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60th year — No. 5049

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No decision on importing Renault R-25, Dedeurwaerder says

AMC to replace Eagle, move its assembly site

By Richard Johnson
Detroit Reporter

A replacement is coming for American Motors' aging four-wheel-drive passenger car, the Eagle, but not for at least three years, according to AMC President and Chief Executive Officer Jose Dedeurwaerder.

The company's next 4WD automobile will be built somewhere other than the small Canadian plant where the Eagle is assembled. The old plant in Brampton, Ont., is scheduled to be phased out when Eagle production is halted.

In an interview with Automotive News, Dedeurwaerder said styling has been completed for an intermediate model to be built at the new Brampton facility now under construction. The AMC president also said no decision has been made yet on whether to import the Renault R-25 sedan.

The demise of the Eagle has been expected for some time, but Dedeurwaerder insisted that it won't happen any time soon. The basic body style was introduced in 1969 as the 1970 AMC Hornet and was later used for the Spirit and Concord models.

"It is not the most modern styling in the world, as we know, but we are selling 20,000 Eagles a year and there is no reason for us to change our strategy on the Eagle," he said.

"Later on down the road, it is sure that we will stay in the 4WD passenger-car segment of the business. So, automatically, we will have a replacement, but we will give our dealers and our customers a valuable replacement."

• Dedeurwaerder said the Eagle enjoys a good reputation and is drawing a growing number of female customers who, he said, are looking for safety and se-

Continued on Page 50, Col. 3

More bad news for U. S. workers

Study eyes impact of auto layoffs

By Jake Kelderman
Washington Reporter

WASHINGTON.—A new study commissioned by the Commerce Department does not have good news for U. S. auto workers who have lost their jobs.

According to the study, those workers can expect to take as much as a 30-percent cut in real earnings; they stand a good chance (41 percent) of losing employer-paid health insurance, and they stand an even better chance (56 percent) of losing employer-paid pensions and life insurance.

"Life in the high-technology world of tomorrow will not necessarily be one of ease and contentment for everyone," said Boston College economist Barry Bluestone.

Bluestone and some colleagues are finishing work on a survey of Michigan auto workers and the impact auto industry layoffs have had on them.

The study is expected to be completed at the end of the year but preliminary results indicate that the retraining programs touted by the UAW and General Motors in their recent contract settlement will do little to cushion the impact of losing a job in the premier manufacturing segment of the U. S. economy.

Part of the problem lies in the fact that auto workers are paid as well as they are, Bluestone said, but "we've also found that retraining works for only a very small number of laid-off workers because skills are not necessarily transferable," he said.

Furthermore, jobs are not being created in the manufacturing segment to keep pace with those being lost in manufacturing, Bluestone said. In fact, the new jobs that have been created have been disproportionately in industries that pay lower wages and usually offer less adequate benefits, he said.

Bennett Harrison, an economist at the Massachusetts Institute of Technology, has found that employment of production workers in the U. S. has fallen by 7 percent in manufacturing since 1973, and that in the recovery of 1982-84 job growth in just wholesale and retailing was greater than the job growth in all of manufacturing, including high-tech.

In July of this year, the average manufacturing wage for production workers was $370 a week, Harrison said. In the service sector, the average weekly wage was $248. In other words, it takes 150 service jobs to make up in earnings from the loss of 100 typical manufacturing jobs, he said.

Displaced auto workers who have largely ended up in service-type jobs have tried to cope with this new reality by having spouses take jobs and/or taking on second jobs themselves, Bluestone said, but the frequent need to relocate, learn new skills and adjust lifestyles has taken its physical and emotional toll.

Bluestone recently participated in a debate on U. S. industrial policy on the lack thereof with Harrison; Charles Schultze, chairman of the Council of Economic Advisers in the Carter Administration, and Robert Lawrence, a senior fellow with the Brookings Institution.

Bluestone thinks the auto workers' plight is symptomatic of the possible fate of many workers in the manufacturing segment of the U. S. economy as those industries automate to try to stay competiitve.

Along with Harrison, Bluestone thinks the public must soon address the problem of what to do about those structural changes and the impact they have on economic growth and quality of life.

The UAW, which cooperated in the Boston College study, had no comment.

Mark VII dressed to the nines

Interior designer Rick Repko has created a series of six custom-designed, limited-edition Lincoln Continentals, Town Cars and Mark VIIs. They were introduced at the Hartford Civic Center by Moriarty Brothers Lincoln-Mercury-Mazda. Here, Repko displays a black on black Mark VII with all trim removed, graphic striping, six front driving lights and charcoal perforated leather interior with scarlet accents.

NHTSA program involves crashing 40 1985 models

WASHINGTON. — NHTSA plans to crash 40 '85 models as part of its New Car Assessment Program.

They will be crashed at 35 MPH into a fixed barrier—or at about one-third more force than that used for compliance with the occupant-protection standard.

But also, NHTSA will also use a different type of crash for 10 additional vehicles—to be selected from a list of 30—and use a moving barrier intended to better assess the role of vehicle weight and structure in protecting occupants. The moving barrier idea has been under development for at least 10 years.

Thus the Reagan Administration continues crashing cars and publicizing single-car crashes. The auto companies have raised questions about these crashes but they seem to have learned techniques that have improved their cars' responses.

The crash program was started in 1979 by then Safety Chief Joan Claybrook as a way to meet one requirement of a 1972 law that ordered comparison by makes and models for protecting occupants in crashes.

Federal agencies to use retreads

PEBBLE BEACH, Calif.—White House officials may be riding in limos using retreaded tires.

In an effort to help cut the waste in Federal spending, Congress has passed legislation requiring federal agencies to establish procurement guidelines for greater use of retreaded tires on Federal Government vehicles. According to the Tire Retread Information Bureau, buying retreads saves oil as well as money.

Early-month new-car sales suffer post-strike hangover

By Jenny L. King
Staff Writer

Early-November domestic new-car sales, still hampered by the September and October strikes against General Motors, slipped 10,000 units below their year-ago level.

The year-to-date total surpassed the number of cars delivered for the entire 1983 calendar year and was up 19.43 percent over year-to-date 1983 sales.

The Nov. 1-10 total was 188,775, down 4.72 percent from 198,126 last year. Year-to-date domestic sales numbered 6,978,928, up 19.43 percent from 5,843,480 a year earlier. Total sales in 1983 were 6,795,302.

GM, down 14.30 percent for the Nov. 1-10 period, left the competitive domestics with a deficit they couldn't fill, although Ford Motor Co. sales were up 8.35 percent and Chrysler reported an 18.37-percent increase.

GM dropped to 103,075 from 120,278 last year. Ford climbed to 51,988 from 47,982 and Chrysler was up to 25,168 from 21,263.

American Motors reported a sales estimate of 4,200 for early November, down 14.29 percent from 4,900 a year ago. Volkswagen plunged 61.79 percent, to 637 from 1,667, and Honda was up 82.07 percent, to 3,707 from 2,036.

GM's share of the early November domestic market slipped more than 6 percentage points, to 54.60 percent from 60.71 percent. Ford was up to 27.54 percent from 24.22 percent. Chrysler was up to 13.33 percent from 10.73 percent and Honda grew to 1.96 percent from 1.03 percent.

AMC's sales drop cost it a small slice of the market, the company dropping to 2.23 percent from 2.47 percent. VW skidded to its smallest penetration of the calendar year, to 0.34 percent from 0.84 percent last year.

All five GM makes missed their year-ago sales levels, with drops ranging from 1.11 percent for Pontiac to 33.38 percent for Cadillac. Buick was down 11.56 percent, Oldsmobile was down 15.02 percent and Chevrolet was down 15.90 percent.

Plymouth, strengthened by the addition of the intermediate front-drive Caravelle to its lineup, was up 26.65 percent. Chrysler sales were up 18.18 percent and Dodge was up 12.50 percent.

At Ford Motor Co., Ford was up 17.18 percent, Mercury was up 8.27 percent and Lincoln reported an impressive 46.89-percent sales increase.

American Motors' Renault sales dipped 5 percent and AMC was down 55.56 percent.

With nine selling days in the period this year and last, the daily rate was down 4.72 percent, to 20,975 from 22,014.

DOMESTIC SALES

	Nov. 1-10, 1984	Nov. 1-10, 1983
Renault Alliance/Encore	3,800†	4,000†
AMC	400†	900†
AMERICAN MOTORS	4,200†	4,900†
Chrysler	8,425	7,129
Plymouth	7,543	5,956
Dodge	9,200	8,178
CHRYSLER CORP.	25,168	21,263
Ford	34,043	32,429
Mercury	13,741	12,691
Lincoln	4,204	2,862
FORD MOTOR CO	51,988	47,982
Buick	18,954	21,432
Cadillac	7,438	11,165
Chevrolet	33,670	40,035
Oldsmobile	25,117	29,558
Pontiac	17,888	18,088
GENERAL MOTORS	103,075	120,278
VOLKSWAGEN	637	1,667
HONDA	3,707	2,036
U.S. INDUSTRY TOTAL	188,775	198,126

†—Estimate.

breaking news

Continued from Page 1

Peugeot Quasar to visit U. S. shows

TURIN. — The Peugeot Quasar, the wild mid-engined four-wheel-drive sports car first exhibited at the Paris Auto Show, is to make a tour of U. S. auto shows. Peugeot's Jean DeRampe says it will appear at Los Angeles, Jan. 5-13; New York, Jan. 26-Feb. 3, and Chicago, Feb. 9-17.

4WD Porsche 959 due next year

STUTTGART.—The Porsche 959—the first Porsche with four-wheel-drive—is scheduled to go into production next year with an anticipated price of $122,000. Porsche is expected to build at least 200 of the cars under homologation rules. The 959 is based on the Porsche 911, a design that is 17 years old.

Giugiaro to branch out from autos

TURIN.—Men's wear and accessories styled by Giugiaro will go on sale in Italy next spring under the Giugiaro Uomo name. Designs for women's clothes are expected to follow a bit later.

DeLorean appeal works

LOS ANGELES.—John Z. DeLorean's public appeal for help to defray his legal expenses, in the form of an ad in the Los Angeles Herald Examiner, was deemed successful enough to expand into a campaign. The ad agency has asked several major newspapers for low rates given non-profit organizations.

Chevrolet paying cash incentive on 2 truck engines

WARREN, Mich. — Chevrolet kicked off two new cash incentives, covering 6.2-liter diesel and 2.5-liter gasoline-engine truck models.

The "6.2 liter Diesel Days" program runs from Nov. 12 to Feb. 11 and covers '84/'85 pickups equipped with 6.2-liter diesel engines.

Dealers get $400 credit when they order the units and $300 when they retail them. Sales managers also get $50 per retail sale, and salespeople get $100 per retail sale.

The second program is called "Tech IV cash in." It covers the 2.5-liter engine which is standard on S-10 pickups and S-Blazers.

The program also runs from Nov. 12 to Feb. 11.

It pays dealers $200, sales managers $50 and salespersons $100 for every retail sale. Fleet orders qualify for the payments as well.

Cellular phones to be subject of dumping probe

WASHINGTON. — Cellular mobile telephones now available for use in motor vehicles in many U. S. cities, will be the subject of a U. S. International Trade Commission anti-dumping investigation.

The commission launched a preliminary investigation against the Japanese mobile phone industry this month in response to a petition from Motorola, Inc.

Motorola contends the Japanese are selling their cellular telephone equipment in the U. S. at less than fair market value, to the detriment of the American cellular telephone industry.

The preliminary investigation is to be completed by Dec. 20.

New model year off to fast start for second straight year

October sales up 36.7 pct. over '83

October retail sales of new trucks of all types in the U.S. were up dramatically over last year, getting the model year off to a rousing start for the second straight year.

Sales also were significantly higher this year in all three major market segments.

In the first month of the '85 model year, according to preliminary factory reports, franchised dealers and factory outlets retailed 365,022 vehicles, an increase of 36.7 percent over the year earlier 267,103 units.

Retailers moved 338,713 light trucks during the month, a gain of 35.6 percent over the year-earlier 249,812 units. Mediums were 58.4 percent higher, 6,093 versus 3,846. Heavies were up 50.4 percent, from 13,445 a year ago to 20,216.

Ten-month sales totaled 3,439,490 units, an increase of 34.8 percent over the previous year's 2,551,506. Again, there were sizeable gains in the three market areas.

Light-truck sales over the 10-month period were up 33.9 percent to 3,208,727 units, compared with 2,396,313 a year ago. Mediums totaled 50,362, a gain of 23.2 percent over last year's 40,868. Heavies were up 57.8 percent, from 114,325 in 1983 to 180,401.

• Sales of compact trucks in October totaled 148,111 units, up 67.3 percent from the 88,547 vehicles retailed in the first month of the '84 model year. They represented 40.6 percent of the month's industry sales.

In the January-October period, 1,434,478 new small trucks were sold, an increase of 55.8 percent over last year's 920,433. The compacts accounted for 41.7 percent of the total for the 10 months.

October sales of the domestic compacts were up 74.1 percent to 98,830 units, compared with 56,761 a year ago, and they represented 66.7 percent of the small-truck total. The imports were up 55 percent, from 31,786 in 1983 to 49,281.

Through October, the domestics accounted for 65.1 percent of the industry count with 933,820 sales, an increase of 76.8 percent over the 528,107 units retailed in the same period a year ago.

Ten-month sales of the im-

Continued on Page 36, Col. 1

Curcio to be keynoter at SAE truck meeting

DETROIT. — John B. Curcio, president, Mack Trucks, Inc., will be the keynote speaker at the 10th annual SAE Truck & Bus Meeting Dec. 3-6 at the Hyatt Regency Hotel in Dearborn.

He will speak on The Driving Force of Innovation at the opening session of the four-day program, whose theme will be Innovation Unlimited.

J. B. Curcio

More than 20 half-day sessions will be devoted to such topics as electronics, brakes, drivetrains and bus and light-truck operation. More than 45 exhibitors will display the latest technology for trucks and buses in the event's largest exposition ever.

The traditional Blue Ribbon Panel, set for Wednesday, Dec. 5, will feature four industry executives who will address the marketing of new and emerging truck technologies.

Edson P. Williams, Ford Motor Co. Truck Operations general manager, will be the panel moderator. He also is general chairman of the annual meeting.

The panelists will be Neil A. Springer, president, International Harvester Truck Group; George May, president, Gelco Leasing, representing motor-carriers operations; Ludvik Koci, Detroit Diesel Allison Division, general manager, representing components suppliers, and Joseph Campana, marketing vice president, Chrysler Corp., representing light-truck manufacturers.

• Philip Caldwell, chairman, Ford Motor Co., will be the principal speaker at the annual banquet Wednesday, Dec. 5, and Williams will be the toastmaster.

New to the program will be the Chief Engineers Panel, featuring six executives who will discuss the Engineers' Vision of the Future.

Panelists will be Daniel L. Rivard, light-duty product development manager, Ford Motor Co.; William B. Smyth, senior vice president, Freightliner Corp.; R. R. Treadway, chief engineer-commercial vehicles, GM Truck & Bus Group.

Also, Paul A. Turvill, general manager, PACCAR, Inc., Technical Center; Edward T. Mabley, heavy-truck product development manager, Ford Motor Co., Truck Operations, and Leslie Meacock, product engineering director, Mack Trucks, Inc.

ElDorado reports increase in sales, but profits are off

MINNEAPOLIS, Kans. — ElDorado Motor Corp. sales in the first fiscal quarter ended Sept. 30 totaled $12.7 million, up 13.4 percent from last year's opening quarter, according to Robert L. Stewart, president.

But he said chassis shortages during the period caused the firm to switch to a less profitable product mix. Thus, net earnings amounted to $174,000, down 33.8 percent from the year-ago $263,000.

Stewart noted that the chassis shortage is easing, and that the RV/small-bus industry expects the supply to return to normal in the first three months of 1985.

He added that ElDorado anticipates second-quarter results will exceed those in the first quarter. "Continued improvement throughout the year would lead to record fiscal 1985 sales and earnings," Stewart said.

Coachmen's Stout named chairman of RVIA's board

CHANTILLY, Va. — Gene Stout, executive vice president, Coachmen Industries, Inc., has been elected chairman of the Recreation Vehicle Industry Assn. He has been a director since 1982 and had served previously as first vice chairman.

Other new officers of RVIA's board are John Casey, president, Shurflo/Shurton, first vice chairman, and Don Cuzzocrea, president, Starcraft R.V., new second vice chairman.

Warren Jones, president, Hehr International, Inc., was re-elected treasurer, and Bill Doyle, president, Western Recreational Vehicles, Inc., is the new secretary.

These five officers, as well as the immediate past chairman, Norman Jacobson, vice president, Contempo Enterprises, and David J. Humphreys, RVIA president and general counsel, will serve as the Executive Committee for one year.

Stout, Casey and Doyle were among nine industry representatives elected or re-elected to RVIA's board earlier. Also re-elected were Dick Matz, marketing manager, Norcold, division of Stolle Corp.; George Jackson, chairman and director of marketing, Hydro Flame, and Al Yoder, executive vice president, Jayco, Inc.

Newly elected members are Scott Chapman, president, Bivouac Industries, Inc.; Stephen Decker, president, Skamper Corp., and Jack Cole, president, Lance Camper Mfg. Corp.

recreation on wheels

Fiesta Mini Camper called a first

The Fiesta Mini Camper is the first complete camper conversion of the compact Toyota Van, according to Vehicle Concepts Corp., Bristol, Ind. One of the main features is the pop-up top, which the converter said provides 6-foot, 1-inch headroom when raised.

Winnebago '84 sales, profits hit new highs

FOREST CITY, Ia. — Record earnings and sales have been reported by Winnebago Industries, Inc., for its fiscal 1984 year ended Aug. 25.

Net earnings for the year totaled $27,817,000, up 76.7 percent over net earnings of $15,737,000 in fiscal 1983. Sales amounted to $410,974,000, exceeding by 71.8 percent the record sales of $239,265,000 in fiscal 1983.

Net earnings for the fourth quarter were the highest for any in company history at $10,536,000. This was an increase of 61.6 percent over net earnings of $6,521,000 for the same period in fiscal 1983.

Fourth-quarter sales of $122,132,000 were 56.4 percent higher than last year's $78,070,000 in the same quarter.

According to Ronald E. Haugen, Winnebago president, the record sales can be attributed to continuing high retail demand for motor homes and favorable economic conditions.

"Also contributing to our record sales was excellent consumer acceptance of our line of front-wheel-drive vehicles achieving fuel efficiencies of 22 MPG and a new line of Elandan and Windcruiser motor homes brought to market in the spring of 1984," he added. Haugen said "another major factor was a new national retail finance plan which enables retail customers to obtain loans at interest rates of 1½ percentage points below normal rates and with terms as long as 12 years."

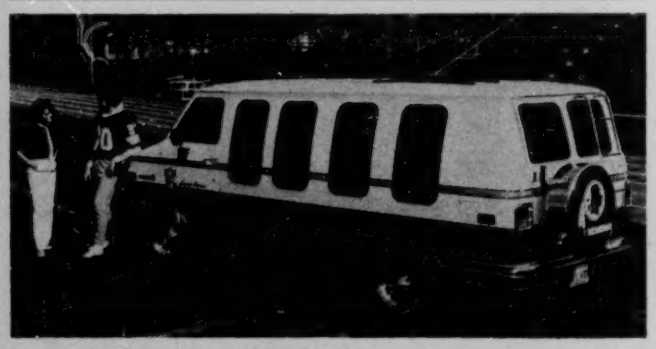
While the higher sales volume was primarily responsible for the improvement in earn-

Continued on Page 26, Col. 5

Sportscoach recalling 5,983 big motor homes

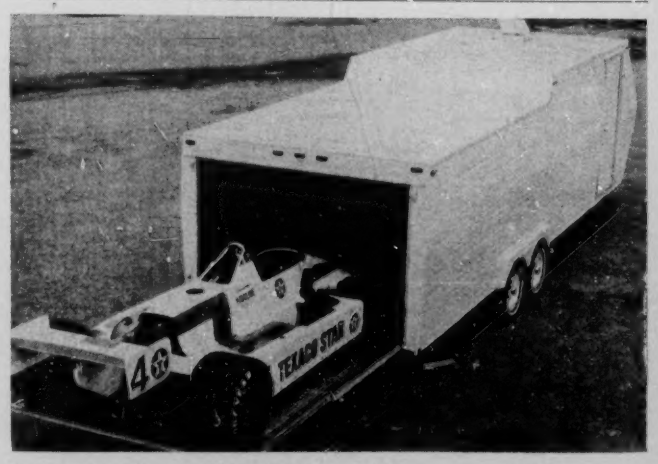
WASHINGTON. — Sportscoach Corp. of America, Middlebury, Ind., is recalling 5,983 1981-through-1984-model Class A motor homes to fix fasteners holding auxiliary fuel tanks.

NHTSA said it has one report of an accident in which the 45-gallon tank dislodged from the motor home and fractured. There have been no reports of injuries.



Vans designed for NFL fans

Geneva Luxury Motor Vans, Lake Geneva, Wis., has been named exclusive manufacturer of NFL "Fan Vans" by O'Neill Enterprises, Ltd., the licensee of NFL Properties, Inc. The vans are trimmed in the 28 NFL football teams' colors, logos and striping.



Auto racer's custom trailer

Lil' Cat, Inc., Elkhart, Ind., manufacturer of specialty and cargo trailers, produced this 24-foot custom trailer for Tom Sneva, Indianapolis 500 champion. Features include tapered front and rear roof, electric jack and winch, four leveling jackstands, full carpeting and a double-hinged fold-down door that serves as an entry ramp and display platform.

New model year off to fast start for second straight year

October sales up 36.7 pct. over '83

Continued from Page 16

ported small trucks were up 27.6 percent to 500,658 units, compared with 392,326 in the comparable period in 1983.

The number of unsold new trucks in retailers' hands at the end of the month was 31 percent higher than a year ago—748,472 versus 571,404 — and there were sizeable increases in the three market segments.

Light trucks were up 28.5 percent, from 536,433 units last year to 689,436. There were 13,456 mediums on hand on Nov. 1, a gain of 64.8 percent over the year-earlier 8,164. Heavies totaled 45,580 units, up 70 percent from last year's 26,807.

• Big Three truck dealers retailed 282,491 new vehicles in October, a gain of 21 percent over the year-ago 218,960. The 10-month total was up 28.7 percent to 2,645,086 units, compared with 2,055,172 in 1983.

During the month, Ford dealers sold 110,444 trucks, an increase of 21.8 percent over last year's 90,670. Through October, the count was 986,306 units, up 22.1 percent from the year-earlier 808,016.

Ford outsold Chevrolet by almost 12,000 units in October, boosting its 10-month lead to about 40,000.

Chevrolet dealers retailed 98,803 vehicles during the month, 20.3 percent higher than last year's 82,126. The total through October was 946,330, an increase of 17.2 percent over the year-ago 805,900 units.

Small vans accounted for almost 40 percent of the 45,746 trucks retailed by Dodge and Plymouth dealers in October, a gain of 94.4 percent over last year's 23,530. The 10-month count was up 96.8 percent, from 222,834 units last year to 438,549.

GMC dealers sold 27,498 vehicles during the month, up 21.5 percent from the year-ago 22,634. Through October, the total was 273,901, an increase of 25.4 percent over the 218,422 retailed in the like period last year.

• October sales of Jeep four-wheel-drive vehicles were 78.3 percent higher than last year, 14,382 versus 8,066. Dealers retailed 124,745 units through October, an increase of 103.9 percent over last year's 61,173.

Only two of the discontinued Volkswagen front-wheel-drive compact pickups were sold during the month, compared with 271 a year ago. The 10-month total was 389, versus 4,581 in the like period in 1983.

Sales of the non-captive Japanese distributors' trucks were significantly higher in October than a year ago.

Toyota dealers sold 19,936 compact vehicles during the month, a gain of 116.3 percent over last year's 9,215. The total through October was 215,629, up 53.2 percent from the 140,722 retailed in the like period a year ago.

Nissan/Datsun October sales were up 101.8 percent to 16,046 units, compared with 7,204 in the same month last year. Dealers retailed 170,077 units in the January-October period, up 46.8 percent from the year-earlier 115,891.

Included in the month's Nissan/Datsun total were 7,898 trucks assembled at the Tennessee plant. The 10-month count also included 78,118 of these vehicles.

Mazda compact-truck sales during the month were up 33.1 percent, from 7,204 a year ago to 9,586. The total through October was 100,647, an increase of 69.4 percent over the year-earlier 59,428.

Isuzu dealers retailed 3,897 new compact vehicles in October, an increase of 44.4 percent over the previous year's 2,699. The 10-month total was up 73.1 percent to 35,615 units, compared with 20,572 in the like period in 1983.

In October, 2,155 small trucks were retailed by Mitsubishi dealers, a gain of 129.7 percent over last year's 938 units. The total in the January-October period was up 92.7 percent, from 7,101 units a year ago to 13,686.

Big Three October, year-to-date sales

	October 1984	October 1983	year to date 1984	year to date 1983
Ford				
Vans	17,565	14,387	147,121	139,598
Club Wagon	3,325	2,463	26,801	24,329
Ranger	19,482	16,336	187,550	156,498
Courier	.....	.....	.....	5,657
Bronco	4,657	3,386	38,627	33,543
Bronco II	8,321	7,213	83,385	46,993
Pickups	52,485	44,021	458,904	368,505
Mediums	3,610	2,366	33,815	26,691
Heavies	999	498	10,103	6,202
Chevrolet				
Vans	12,867	11,672	136,341	117,476
Sportsvan	1,485	1,386	19,486	15,102
S-10	16,381	13,227	161,826	168,635
S-10 Blazer	13,344	10,099	118,503	82,019
LUV	.....	.....	.....	.....
El Camino	1,746	2,544	20,037	19,912
Blazer	3,929	2,227	39,912	24,327
Suburban	4,377	3,177	43,070	29,889
Pickups	43,104	36,742	390,539	335,101
Mediums	1,570	1,052	16,616	13,439
Chrysler				
Vans	5,648	6,104	61,111	61,343
Ram Wagon	2,733	3,208	34,128	30,809
Voyager	7,218	.....	66,178	.....
Caravan	7,551	.....	70,808	.....
Mini Ram Van	2,477	.....	16,945	.....
Ram 50	5,559	3,780	43,122	27,547
Other Plymouth Trucks	.....	229	378	6,912
Ramcharger	2,382	1,741	23,241	17,002
Rampage	622	881	8,843	9,056
Pickups	11,556	7,587	111,795	70,165
GMC				
Vans	3,650	3,256	39,822	39,422
S-15	3,529	3,281	37,531	34,180
S-15 Jimmy	3,219	2,349	28,572	16,173
Jimmy	592	512	7,174	5,780
Caballero	223	238	2,331	1,755
Suburbans	1,430	868	13,799	9,003
Pickups	10,622	10,193	103,049	86,660
P Models	632	362	5,009	3,443
Mediums	2,393	1,163	23,971	15,815
Heavies	1,208	412	12,643	6,191

Nissan Laurel offered with in-line or V-6 engine

To serve one market—purchaser GM Holden's—and appeal to another—buyers who remember the Prince Motors cars—the Nissan Laurel is offered with an in-line or a V-6 engine. The Skyline model will be introduced in 1985.

Nissan Laurel's two sixes serve marketing purposes

TOKYO. — Both in-line and V-6 engines of the same size are being offered in Nissan's rebodied Laurel, one of its two-liter passenger cars built principally for domestic sale.

The reasons: Recent agreements between competing manufacturers and the Skyline model to be introduced next year. Nissan will sell the in-line six-cylinder to General Motors Holden's in Australia beginning next year, and the V-6 engine will give Nissan a unique engine in the two-three liter class.

The Laurel and Skyline were produced by Prince Motors before the merger with Nissan and older buyers will remember the distinctive sporty image of the Prince cars of the 1960s.

In addition, Nissan will introduce a four-valve head for the new Skyline's in-line unit. One of the most popular Skyline models was offered with such an engine many years ago.

The new Laurel has a long flat hood, with a large upright grille, and overall lines are square, unlike the curved lines of the old model.

• Although the new car looks tall, there is hardly any more headroom than before, and once the sliding roof has been installed, headroom is distinctly limited.

One innovation is rack and pinion steering.

For performance, some Laurels are equipped with the turbocharged V-6 two-liter unit, which develops 170 BHP.

The new in-line six, claimed to be smooth and responsive, is cheaper to produce than the V-6.

Nissan has cut some corners in the design stage by following the design of the V-6 closely.

The new in-line engine is rated at 130 BHP (JIS) at 5,600 RPM, and maximum torque is 133 pounds-feet at 4,000 RPM. Although the power outputs of both engines are the same, the in-line develops a few more pounds-feet of torque. However, it is 15 pounds heavier than the V-6.

Nissan intends to sell 10,000 Laurels a month in Japan, an ambitious target, since the old model has been averaging 4,000 units a month.

Collector car auction slated for Nov. 24

NEWPORT BEACH, Calif. — More than 400 collector cars from every era and in every price category will be auctioned on Saturday, Nov. 24, and Sunday, Nov. 25, at the Newport Beach Marriott Hotel. Special exhibits of limited-production automobiles will also be featured.

The public preview is Friday, Nov. 23, from 1 p.m. to 7 p.m. On Saturday and Sunday, the gates will be open from 8:30 a.m. to 7 p.m. with the auction beginning at 10 a.m.

Calif. lawmakers slate hearings on fleet subsidies

SACRAMENTO.—The 1983-84 session of the California Legislature will adjourn at midnight Nov. 30 and the 1985-86 session will convene Dec. 3.

Before the start of the new session, the Senate Committee on Transportation will begin public hearings on legislation sponsored by California's automobile dealer associations which would prohibit auto manufacturers from selling vehicles to any person or fleet at a price lower than that at which they sell to their franchised dealers for resale to the public.

Prior to its final recess, the legislature adopted and Gov. George Deukmejian signed into law (effective July 1, 1985) a bill co-sponsored by auto dealers and the Western Vehicle Leasing Assn. which removes conflicts between state and federal law.

The new law will allow service contracts to be disclosed with the lease contract and also authorizes a conditional sales contract to disclose the dealer's and the state's smog certification fees as separate items below the total cash price for the vehicle.

Another new law, effective immediately, requires notice to a vehicle buyer whenever the manufacturer of a vehicle is different than the engine manufacturer. The notice may be by means of a label, window sticker, sales literature or sales contract.

Chrysler promotes Burkhart in St. Louis

ST. LOUIS. — John B. Burkart, manager of Chrysler Corp.'s Plant I here, has been promoted to direct the St. Louis Assembly Complex. He will continue as manager of Plant I.

As director of the St. Louis complex, Burkart succeeds Allen F. Scudder, who has retired after 27 years with Chrysler.

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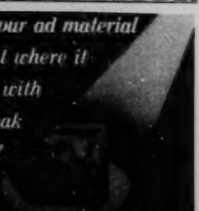
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factories list auction dates

American Motors

Nov. 20—Aptco Auto Auction, Taylor, Mich., and High Point Auto Auction, High Point, N. C.

Nov. 21—Southern Auto Auction, Warehouse Point, Conn., and Evansville Auto Auction, Evansville, Ind.

Nov. 22—Northstar Auto Auction, Shakopee, Minn.

Nov. 23—Concord Auto Auction, Acton, Mass.

Nov. 27—D-A Auto Auction, New Stanton, Conn.

Nov. 28—Columbus Fair Auto Auction, Obetz, O.; Kansas City Auto Auction, Kansas City; Central States Auto Auction, Mason City, Ia., and Metro Milwaukee Auto Auction, Caledonia, Wis.

Nov. 29—Corry Auto Auction, Corry, Pa.; Evansville Auto Auction, Evansville, Ind.; Northstar Auto Auction, Shakopee, Minn., and Todd Auto Auction, Telford, Pa.

Chrysler Corp.

Nov. 20—Hatfield Auto Auction, Hatfield, Pa.; Colorado Auto Auction, Commerce City, Colo.; Salt Lake Auto Auction, Salt Lake City, and Northway Exchange, Clifton Park, N. Y.

Nov. 21—Sand Mountain Auto Auction, Boaz, Ala.; Columbus Fair Auto Auction, Obetz, O.; Evansville Auto Auction, Evansville, Ind., and Minneapolis Auto Auction, Plymouth, Minn.

Nov. 27—Hatfield Auto Auction, Hatfield, Pa.; Aptco Auto Auction, Taylor, Mich.; Metro Auto Auction of Kansas City, Lee's Summit, Mo.; Southwest Auto Auction, Phoenix; Los Angeles Dealer Auto Auction, Rosemead, Calif., and South Seattle Auto Auction, Kent, Wash.

Nov. 28—Butler Auto Auction, Gibsonia, Pa., and Dallas Auto Auction, Grand Prairie, Tex.

Nov. 29—Atlanta Auto Auction, Red Oak, Ga.; Clanton's Auto Auction, Darlington, S.C.; Arena Auto Auction, Chicago; Fredericksburg Auto Auction, Fredericksburg, Va., and Golden Gate Auto Auction, Fremont, Calif.

Ford Motor Co.

Nov. 20—Aptco Auto Auction, Taylor, Mich.

Nov. 28—Northway Exchange, Clifton Park, N. Y.

General Motors

Nov. 27—Florida Auto Auction of Orlando, Ocoee, Fla., and Ohio Auto Auction, Inc., Grove City, O.

Nov. 28 — Brasher's Southern California Auto Auction, Fontana, Calif.

Nov. 29—Atlanta Auto Auction, Red Oak, Ga.; Clanton's Auto Auction, Darlington, S.C.; Arena Auto Auction, Chicago;

Nov. 29—Aptco Auto Auction, Taylor, Mich.; Floyd Hauhe Auto Auction, Bridgeton, Mo., and Denver Auto Auction, Englewood, Colo.

Used Car Sales
Auction Averages

November to date	$5,117
Month ago	$4,902
Year ago	$5,110

Model breakdown
Auction Averages

	NOVEMBER TO DATE	OCTOBER 1984	SEPTEMBER 1984
1984.....	$10,142	$9,894	$9,747
1983.....	7,241	7,471	7,364
1982.....	5,750	6,074	5,762
1981.....	4,799	4,474	5,020
1980.....	3,972	3,986	3,932
1979.....	3,318	3,204	3,237
1978.....	2,446	2,350	2,346
1977.....	1,857	1,847	2,213
Overall Average	$ 5,117	$4,984	$4,894

Turbo boost for Pontiac Sunbird

Turbo boost is what's new with the '85 Pontiac Sunbird. The 1.8-liter, four-cylinder, overhead cam turbo engine with multi-port fuel injection turns 150 HP at 5,600 RPM with 150 pounds-feet of torque at 2,800 RPM.

Toyota has no new plans to build plant outside Japan

TOKYO.—When Hideo Kamio, Toyota vice president, was asked in Birmingham, England, recently about the possibility of Toyota following Nissan in building a plant in the UK, he gave newsmen the impression that a feasibility study was underway.

In actuality, he was referring to a theoretical situation when he said that a volume of around 100,000 units a year could be economic in the UK.

Within hours, Toyota Motor Corp. in Tokyo had announced that there was no truth in the news stories at all. "Toyota is not (currently) thinking of anything specific in that area," the company said.

Indeed, on the day the controversial statement was being made in Birmingham, Shoichiro Toyoda, in an exclusive interview with Automotive News, said that NUMMI, the joint venture with General Motors in the U. S., was the only major plant that Toyota would be involved in anywhere in the world in this decade.

The scale of operations will increase in some local assembly plants, but he indicated that Toyota still has no wish to manufacture outside Japan unless the cards are stacked in its favor, as they are in the NUMMI deal.

auction directory

FLORIDA

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FLORIDA AUTO AUCTION

AMC opens training center

American Motors Sales Corp. has expanded its New York parts distribution center, the largest of 11 zone centers in the U. S., by adding a training center in Elmsfort, N. Y., for dealership service technicians. Participating in the opening of the center are, from left to right, Samuel L. Tucker, AMC New York zone manager; Craig Stahl, Stahl's, Inc., Derby, Conn., and George Tuchman, New York zone training instructor.

IMPORT REGISTRATION SHARES IN U. S.

	AUGUST					EIGHT MONTHS				
	Regis., August, 1984	Percent Share of Market	Regis., August, 1983	Percent Share of Market	Pct. Pt. Change '84 vs. '83	Regis., 8 Mos., 1984	Percent Share of Market	Regis., 8 Mos., 1983	Percent Share of Market	Pct. Pt. Change '84 vs. '83
Toyota	51,311	22.53	55,378	23.27	— 0.74	329,138	19.88	372,278	22.61	— 2.73
Nissan	46,588	20.45	49,841	20.94	— 0.49	321,567	19.42	258,355	15.69	+ 3.80
Honda	44,806	19.67	36,301	15.25	+ 4.42	314,895	19.08	354,184	21.51	— 2.43
Mazda	15,582	6.84	15,156	6.37	+ 0.47	110,809	6.71	92,665	5.63	+ 1.08
VW	13,166	5.78	12,874	5.41	+ 0.37	105,384	6.39	114,309	6.94	— 0.55
Subaru	12,819	5.63	14,530	6.10	— 0.47	94,766	5.74	97,728	5.94	— 0.20
Volvo	7,925	3.48	8,419	3.54	— 0.06	67,815	4.11	62,961	3.82	+ 0.29
BMW	4,706	2.07	5,700	2.39	— 0.32	48,993	2.97	47,666	2.90	+ 0.07
Audi	4,677	2.05	4,790	2.01	+ 0.04	45,828	2.78	29,801	1.81	+ 0.97
Mercedes	4,028	1.77	6,778	2.85	— 1.08	45,542	2.76	37,153	2.26	+ 0.50
Others	22,150	9.73	28,245	11.87	— 2.14	166,552	10.09	179,363	10.89	— 0.80
TOTAL	227,758		238,012			1,650,289		1,646,463		
Share of U. S. Total		26.74		30.78	— 4.04		24.37		28.28	— 3.91

1984 New York and Oklahoma figures from manufacturers' sales records. Oklahoma, 1983, not available. Current District of Columbia and Louisiana delayed.

And August market share is down 4 points

Import registrations decline 4 pct.

By Jenny L. King
Staff Writer

Registrations of new imported cars dipped 4.31 percent in August compared with the same month a year earlier. The import share of the total U. S. market also was off, although its 26.74-percent share was the largest for any month so far this year.

R. L. Polk & Co. registrations information showed the August import total at 227,758, down 4.31 percent from 238,012 in 1983. Penetration dropped to 26.74 percent from 30.78 percent.

Of the 10 strongest imports, Honda had the most spectacular gain in market share August to August, up 4.42 percentage points to 19.67 percent from 15.25 percent of the import total. Mazda was up 0.47 percentage points; Volkswagen was up 0.37 percentage points, and Audi gained 0.04 percentage points.

In figuring its totals, Polk counts all Hondas and all VW products as imports.

Mercedes-Benz suffered the worst setback for the month, down 1.08 percentage points, to 1.77 percent from 2.85 percent. The company's U. S. new-car sales were damaged by a seven-week metalworkers' strike early in the summer.

Ten imports claimed 90.27 percent of the August market, up from 88.13 percent a year ago.

Import registrations for the first eight months of 1984 were up a scant 0.23 percent from the preceding year, to 1,650,289 from 1,646,463. Their market penetration skidded 3.91 percentage points, to 24.37 percent from 28.28 percent, as domestic sales continued to grow at a faster pace.

Again, it was Honda that enjoyed the greatest growth in penetration of the import market, up 3.80 percentage points, to 19.49 percent from 15.69 percent and moving into second place from third.

First-place Toyota dropped 2.73 percentage points and third-place Nissan was down 2.43 percentage points. Mazda dropped 0.55 percentage points and Subaru was down 0.20 percentage points.

The five major European imports were up from 1983 share of the market: VW gained 1.08 percentage points, Volvo was up 0.29 percentage points, Mercedes was up 0.07 percentage points, Audi was up 0.97 percentage points and BMW gained 0.50 percentage points.

Ten imports captured 89.91 percent of the market, up 0.80 percentage points from 89.11 percent a year ago.

• Japan was the source of 75.97 percent of this year's August imports, down from 76.47 percent 12 months earlier. German cars were a distant second, with 9.24 percent of the total. U. S.-built imports had 8.20 percent and Swedish cars represented 4.66 percent. "U. S.-built imports" is Polk's term for U. S.-built Hondas and Volkswagens.

Numbers of cars from the exporting countries included:

	August, 1984	August, 1983
Japan	173,022	182,016
W. Germany	21,050	25,056
United States	18,671	12,647
Sweden	10,623	11,007
France	2,761	4,982
Italy	805	731
Great Britain	801	1,434
Ireland	25	139
TOTAL	227,758	238,012

For the first eight months of 1984, Japanese penetration of the import market dropped sharply, to 71.36 percent from 77.16 percent last year. German-built cars were up to 12.81 percent from 10.25 percent and U. S.-built imports rose to 8.11 percent from 4.59 percent.

Import numbers and their countries of origin for January through August, 1984 vs. 1983 were as follows:

	8 Mos., 1984	8 Mos., 1983
Japan	1,177,952	1,270,404
W. Germany	211,341	168,772
United States	133,895	75,627
Sweden	90,502	81,041
France	20,916	32,923
Great Britain	11,111	10,225
Italy	4,304	6,863
Ireland	268	608
TOTAL	1,650,289	1,646,463

New imported trucks were up 31.17 percent in August, to 68,084 from 51,907 a year earlier. Totals from the major makers were:

	August, 1984	August, 1983
Toyota	29,310	19,042
Nissan	15,574	15,725
Mazda	10,345	6,797
Dodge Ram 50	4,634	3,440
Others	8,221	6,903
TOTAL	68,084	51,907

Imported truck registrations for the first eight months of 1984 were up 53.46 percent from the year-ago level, climbing to 476,240 from 310,345. The breakout:

	8 Mos., 1984	8 Mos., 1983
Toyota	180,705	109,037
Nissan	131,415	84,178
Mazda	75,531	43,269
Dodge Ram 50	29,089	18,797
Others	59,500	55,064
TOTAL	476,240	310,345

TOP CARS

U. S. registrations for eight months, 1984 vs. 1983. Numbers for New York State and Oklahoma, 1984, from sales records; Oklahoma, 1983, not available. Current District of Columbia and Louisiana registrations temporarily delayed.

1984 Position		Make	1983 Position
1—	1,071,878	Chevrolet	857,203— 1
2—	841,315	Ford	660,966— 2
3—	739,052	Oldsmobile	624,243— 3
4—	612,674	Buick	530,742— 4
5—	467,190	Pontiac	331,045— 8
6—	340,132	Mercury	252,260— 9
7—	328,138	Toyota	372,278— 5
8—	321,567	Honda	258,355— 6
9—	314,895	Nissan	354,184— 7
10—	237,218	Dodge	205,313—10
11—	205,883	Chrysler	164,635—13
12—	202,931	Cadillac	184,737—11
13—	187,767	Plymouth	180,978—12
14—	121,427	AMC	122,181—14
15—	110,809	VW	92,665—17
16—	105,384	Mazda	114,309—15
17—	94,766	Subaru	97,728—16
18—	92,571	Lincoln	59,988—19
19—	67,815	Volvo	62,961—18
20—	48,993	Mercedes	47,666—20
21—	45,828	Audi	29,801—22
22—	45,542	BMW	37,153—21
	166,552	Other Imports	179,363
	187	Misc. Dom.	481
	6,770,514	TOTAL	5,821,235

Automotive News analysis of new-car registrations based on R. L. Polk & Co. statistical report.

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MARKET SHARES

EIGHT MONTHS
1984 VS. 1983

	1984 Market Share	1983 Market Share	Pct. Pt. Change '84 vs. '83
Chevrolet	15.83	14.73	+1.10
Ford	12.43	11.36	+1.07
Oldsmobile	10.91	10.72	+0.19
Buick	9.05	9.12	−0.07
Pontiac	6.90	5.69	+1.21
Mercury	5.02	4.33	+0.69
Toyota	4.85	6.40	−1.55
Honda	4.75	4.44	+0.31
Nissan	4.65	6.08	−1.43
Dodge	3.50	3.52	−0.02
Chrysler	3.04	2.83	+0.21
Cadillac	3.00	3.17	−0.17
Plymouth	2.78	3.11	−0.33
AMC	1.79	2.10	−0.31
VW	1.64	1.59	+0.05
Mazda	1.56	1.96	−0.40
Subaru	1.40	1.68	−0.28
Lincoln	1.37	1.03	+0.34
Volvo	1.00	1.08	−0.08
Mercedes	0.72	0.82	−0.10
Audi	0.68	0.51	+0.17
BMW	0.67	0.64	+0.03
Other Imports	2.46	3.08	−0.62
Misc. Dom.	0.00	0.01	−0.01
TOTAL	6,770,514	5,821,235	

NHTSA corrosion test rule issued for semi-sealed bulbs

WASHINGTON.—NHTSA has issued a final rule on the corrosion test procedure for semi-sealed replaceable bulb lighting systems. Ford Motor Co. and other auto manufacturers interested in using contoured lighting systems worked with NHTSA to develop the final test.

A Ford spokesman said both the initial and replacement costs of semi-sealed lighting systems make the use of contoured or aerodynamic lamps more attractive to auto makers.

To replace a fully sealed aerodynamic headlamp assembly on certain vehicles could prove too expensive from a servicing standpoint, he said. Semi-sealed systems simply require a bulb change, rather than the complete replacement of the bulb, lens and reflector.

The corrosion test calls for the complete semi-sealed lighting assembly to be exposed to a salt spray or fog for 10 days. During the 24th hour of each day, the spray is turned off and the bulb may be removed. The bulb is then replaced and the spray reactivated for the next 23-hour period.

At the end of 240 hours, the device is to be tested for a drop in voltage reaching the bulb through the connector. The loss of protective coatings covering lamp components is also to be measured.

The NHTSA rule also will allow motorcycles to be equipped with semi-sealed lighting.

Denver experiment involves carless days for drivers

DENVER. — When it is winter in the Rockies, those majestic peaks are not always visible in this mile-high city and so Denver last week began a radical experiment in pollution-control technology, a carless day for every driver in the area.

Denver, unlike most metropolitan areas, has smog attacks in the winter rather than the summer, as cold air from the neighboring Rocky Mountains pours down on the city and traps rising warm air. The resulting haze often reduces visibility to as little as half a mile and puts residents in "unhealthy" air for two or three days per week during the winter.

Under the Clean Air Act, the city must reduce carbon monoxide emissions, one of the major sources of the "brown cloud," by 15 percent by 1987 if it is to keep from losing millions in federal aid for sewers and highways.

The carless day is one part of the pollution-reduction plan. The voluntary program — it could become mandatory if it does not work — is based on license-plate numbers and asks owners of vehicles with plates ending in 0 or 1 to leave their cars at home on Monday; those with plates ending in 2 or 3 to leave theirs home on Tuesday, and so on.

Tagged "No-drive," the program will last from November through January and is being launched with a $200,000 advertising campaign.

Norway exports more auto parts

OSLO. — Export of Norwegian-made automotive components is expected to exceed $117 million this year.

In the first six months, such exports ran 40 percent ahead of year-earlier volume.

Volvo and Saab in Sweden account for more than half of all Norwegian car components export. Norwegian parts are also purchased by Volkswagen, BMW and Daimler-Benz, making Germany the second largest such export market. Sales there have risen 27 percent this year.

Hine signs

SAN DIEGO.—John Hine Jr. is the new Pontiac-GMC dealer here.

And a Buyers Guide window sticker

Used-car rule: Help without burden

Continued from Page 1

posed ambiguous and confusing language regarding defect disclosure will make this rule much easier for both dealers and customers to understand.

"While we would have preferred to avoid the paperwork burden which this rule will place on dealers, we are pleased that the FTC decided to make its final rule reasonable."

Republican Commissioner Patricia P. Bailey said the final rule "without the known-defects provision, is little more than a consumer education campaign masquerading as significant, industrywide regulation."

She added: "The record in this proceeding portrays an industry fraught with dealer deception and insufficient consumer information regarding auto defects, both of which keep consumers at a substantial bargaining disadvantage in the used-car sales transaction."

Bailey said she feels the "known defects" disclosure "would have attacked these problems head on, increasing consumer awareness of total car costs . . ." but the final rule while, having educational value, "curiously avoids simply requiring dealers to share with consumers defect information they have obtained in the ordinary course of their business."

• The focus of the recent comment period was on a baseline study done for FTC's Bureau of Consumer Protection in 1979-80 to survey results of used-car sales in Wisconsin, which requires dealers to inspect used cars and to disclose known defects.

The Wisconsin attorney general and the attorneys general of Texas, Alaska, Michigan, New Mexico, Ohio, Hawaii, Maine and North Carolina plus Consumers Union and the Center for Auto Safety have questioned the study's validity.

The study's findings were supported, however, by various auto trade associations, NADA and several state dealer associations.

The study indicates "known defects" disclosure "simply does not work" because it shows "virtually no difference between the experience of used-car buyers in Wisconsin and the rest of the country . . ."

For example, only 3 percent of Wisconsin buyers were told of a problem by the dealer compared with 4 percent in the rest of the country.

While some opined this was because cars were in better shape in Wisconsin — perhaps because dealers fixed them because of expected consumer reaction — the study showed otherwise, said the FTC Bureau of Consumer Protection.

In fact, it showed the mechanical condition of cars sold in Wisconsin was worse and 65 percent of the state's used-car buyers made repairs during the survey period compared with 60 percent in the rest of the country.

The FTC bureau said "perhaps the most significant finding" of the study is that Wisconsin consumers are no more satisfied with their used cars—84 percent compared with 86 percent satisfied in the rest of the country and 12 percent in Wisconsin very dissatisfied compared with 5 percent in the rest of the country.

• Although questions of methodology were raised repeatedly both last July by two commissioners and often since by state attorneys general and consumer groups, there was never any real question of the study's findings being accepted — especially since the NADA suit had remanded the "known defects" issue to FTC which had little reason to resist either legally or philosophically.

NADA raised other questions about the watered-down proposal of last July and it won some and lost some.

NADA wanted to exclude demos, but the FTC's answer was no.

NADA wanted the "spoken promises" language entirely dropped, or if not, then changed to "can lead to misunderstanding." FTC said no, it is important that consumers know oral promises are not enforceable, especially for "as is" sales.

NADA wanted to be sure "as is" referred only to mechanical items. Answer: All right.

NADA was successful in getting changes in the "service contract" provision on grounds that there might be several service contracts available, some not handled by dealers themselves. NADA wanted — and got — general language telling buyers to ask for details.

NADA was rebuffed on minor changes — definition of consumer, size of label, inclusion of various systems that *may* have problems and permission to include options and accessories on the buyers label. But NADA won on using the Vehicle Identification Number instead of the ID and FTC will allow use of the dealer stock number as well.

• In response to NADA's complaint that posting a Spanish version of the sticker when the sale is conducted in Spanish would burden dealers, FTC said it would not since it applies only when the sale is being conducted in Spanish anyway.

Mercedes-Benz of North America, concerned about possible confusion where the dealer is selling a car which is still under the manufacturer's original warranty, won its point and FTC will allow additional use of that information.

The National Vehicle Leasing Assn. wanted specific exclusion of those who sell at auction or other non-retail settings.

FTC rejected this, noting that dealers are defined as those who have sold or offered for sale five or more used cars in the previous 12 months and the rule specifically excludes banks, financial institutions, a business selling a used vehicle to an employe, or lessors selling a leased vehicle to that vehicle's lessee or to an employe of the lessee.

The intention is a "retail sales environment" and instead of making exclusions in the rule, FTC prefers to grant exemptions when petitioned and only when necessary.

FTC also turned down changes suggested by Consumers Union for "known defect" disclosure — one that would have made clear that the dealer had no "legal obligation to inspect" and another section about allowing inspection by an independent mechanic — again saying the dealer had no "duty" to inspect.

Koepke Motors wins Volvo award

LAKEWOOD, O. — Robert J. Koepke, Koepke Motor Sales Co. here, has received the Dealer of Excellence award for "outstanding professional achievement and dedicated service to Volvo customers."

Robert J. Koepke

The dealership was cited for the accomplishments of its sales, service and parts departments. Each was judged as outstanding in its 1983 performance.

Koepke Motor Sales Co. has a staff of 32 people and has been a Volvo dealership since April, 1981.

College withdraws invitation to DeLorean

LIVONIA, Mich. — Schoolcraft College here has withdrawn its offer to have former auto maker John Z. DeLorean speak at a college fundraiser Nov. 27.

"We withdrew our offer for the date after waiting for the signed contract for over two weeks," said Schoolcraft spokesperson Pat Newman. "However, the offer is still open for a later date."

Golden day for James

An Oldsmobile rocket emblem sculptured in ice was part of the decorations for a reception honoring F. Bernie James, James Oldsmobile, Inc., Charleston, S. C., for his 50 years in the automobile business. Looking on is Larry B. James, left, who is general manager of the dealership. At right is Patrick J. Hayes, Oldsmobile's Charlotte zone manager.

25th Distinguished Achievement Award

L. T. Boswell Sr., center, retired founder of L. T. Boswell Ford in San Benito, Tex., receives the dealership's 25th Distinguished Achievement Award from Cliff Johnson, assistant sales manager of Ford's Houston district. Also pictured are, from left: S. P. Boswell and L. T. Boswell Jr., partners, and Robert Graziano, Houston district field manager. The award is given in recognition of progressive management, modern sales and service facilities, sound merchandising practices and high quality standards.

Imported-car inventory holds at 24-day supply

Continued from Page 1

mated by AUTOMOTIVE NEWS. With dealers selling Porsches from VWoA and others from the new Reno-based Porsche Cars North America, inventory totals were not available at presstime.

• Alfa Romeo's high days-supply figure was mostly the result of a sales drop. Jaguar's inventory — what little there was — was not yet affected by the seven-day walkout in Britain; its effect on inventories and sales is expected to show up in December.

Renault's import inventory became even more bloated as its sales rate fell. Saab increased its sales rate, resulting in a sharply lower days-supply figure.

As noted, Toyota's truck days-supply figure doesn't show that the importer more than kept pace with a sharply higher sales rate during the month.

The big change in Isuzu's truck numbers was caused by both decreased sales and increased shipments.

The imported-vehicle inventory stood at 274,323 units, or 27 days' worth. The unit total was the highest since July 1. On Oct. 1, the count was 257,941 — also a 27-day supply. On Nov. 1, 1983, it was 288,743, or 33 days' worth.

The Nov. 1 import-car inventory was split this way: 61.07 percent from Japan, 23.14 percent from Germany and 15.79 percent from other European countries.

One month earlier the split was 61.17 percent Japan, 22.23 percent Germany and 16.50 percent other European countries.

• The Japanese makes and their days' supplies were: Imported Honda, 6; Subaru, 11; Toyota, 11; Mitsubishi, 15; Mazda, 23; Nissan, 24; Chevrolet Sprint, 34, and Isuzu, 51. (Honda had a 7-day supply of domestic Accords; combined, its inventory was 6½ days.)

In addition, there was a 48-day supply of Mitsubishi-built Chrysler captive imports, broken out this way: Dodge Colt, 38; Plymouth Colt, 48; Dodge Vista, 56; Plymouth Vista, 57; Plymouth Conquest, 107, and Dodge Conquest, 120.

The German makes and their supplies: Mercedes-Benz, 18; Porsche, 30 (estimated); Audi, 48; BMW, 51, and VW imports, 70. (VW's domestic stockpile stood at 70 days; combined, it had a 60½-day supply.)

The other Europeans and their days' supplies were: Jaguar, 14; Saab, 25; Volvo, 44; Maserati, 44; Peugeot, 59; Alfa Romeo, 126; Renault, 256, and International Automobile Importers, 662.

The pickup inventories were: Mazda, 16 days; Mitsubishi, 27; Toyota, 41; Nissan (including both imports and domestics), 47; Chrysler captives, 52, and Isuzu, 76.

2 DeLorean prototypes to be sold at auction

NEWPORT BEACH, Calif. — Two original DeLorean DMC prototypes are among 400 collectible cars that will be auctioned here Nov. 24-25 at Rick Cole's Newport Beach Collector Car Auction.

The auction, with cars sold on a no-reserve / no-minimum-bid basis, will be held at the Marriott Hotel and Tennis Club.

Denver snowstorm spurs sales of 4WD vehicles

DENVER.—Denver's first major snowstorm of the season may have left some residents stranded in their driveways, but many took action to assure they would not be stuck again.

The Denver Big Wheels Dealers Assn. reported that four-wheel-drive Jeep and Eagle sales rose significantly in the five-day period following the storm, with 232 new 4WD units sold from Oct. 16-20. For the five days prior to the storm, 148 vehicles were sold.

Sales of used 4WD vehicles also jumped following the storm, with 96 units sold in the five days after the snowfall, compared with 73 for the same period before.

Denver's four Big Wheels include: Colorado AMC-Jeep-Renault; Bob Bundy AMC-Jeep-Renault; Broadway AMC-Jeep, Inc., and Osborn AMC-Jeep-Renault, Inc.

More than a month ahead of 1983

Auto production passes 7 million

By Louise Kertesz
Detroit Reporter

U.S. auto production topped seven million Friday (Nov. 16), a level that was not reached in 1983 until the final work week of the year.

This year's output of 7,006,676 cars was 16.49 percent ahead of the 6,014,942 completed last year at this time.

Makers targeted completion of 177,021 cars last week, 7.19 percent more than the previous week's 165,151 and up 3.68 percent from the year-ago week's 170,732.

Companies shared last week's estimated production as follows: General Motors, 55.87 percent; Ford Motor Co., 23.02 percent; Chrysler Corp., 15.59 percent; American Motors, 2.71 percent; American Honda, 1.74 percent, and Volkswagen of America, 1.07 percent.

GM's Pontiac Plant 8 reopened last Monday (Nov. 12). About 2,400 workers are being recalled to produce Oldsmobile Cutlass Supremes and Buick Regals. Pilot production is scheduled to start in December.

GM plants in Lansing (Oldsmobile Nos. 1 and 2) and Wentzville, Mo., were scheduled to work one overtime shift Saturday (Nov. 17).

GM plants scheduled to work two overtime shifts Saturday were: Doraville (Ga.), Fairfax (Kans.), Linden (N.J.), Oklahoma City and Wilmington (Del.).

Chrysler's St. Louis Plant No. 2 was also scheduled to work two overtime shifts Saturday.

Also working Saturday were Ford Motor plants in Edison, N.J., Kansas City and Wixom, Mich.

Chrysler plants scheduled to work two nine-hour shifts today and tomorrow (Nov. 19-20) are: Belvidere (Ill.), Newark (Del.) and St. Louis Nos. 1 and 2.

Chrysler's Jefferson plant (Detroit) is scheduled to work two 8½ hour shifts on those days.

UAW will urge Chrysler to reopen labor contract

Continued from Page 3

make about $1 an hour less than those at Ford and GM because of concessions granted to the company when it faced bankruptcy in the early 1980s. Those concessions were worth more than $1 billion.

The current contract covers about 60,000 workers in the U.S.

A similar reopening request was made by the Canadian UAW last July. UAW Vice President Robert White sent a letter to Chrysler Canada asking that the contract be reopened in light of the $1.5 billion profit Chrysler Corp. made in the first half of the year.

Chrysler Canada, with input from the U.S. parent, rejected the plan.

The Canadian UAW will now wait and see what is decided by the union in Detroit and will follow that lead, White said. But, he said, if the union asks Chrysler to reopen in the U.S., he will follow suit in Canada and request that both the local and national agreements be reopened.

Canadian law requires that all local agreements be settled before a national contract can be finalized.

There are about 10,000 UAW-represented workers at Chrysler Canada.

Ford workers ratify Canadian agreement

TORONTO. — UAW-represented workers at Ford of Canada last week ratified a new three-year contract by 82.7 percent. The new agreement will raise their wages from $13.08 an hour (Canadian, including cost-of-living adjustments) to about $15.60 an hour (Canadian) when the agreement expires.

The contract covers 14,250 Ford hourly workers.

Truck production slips from top week of year

Domestic truck makers targeted assembly of 65,099 trucks last week, down 7.22 percent from the previous week's record high for the year of 70,166.

That record was more than 2,000 units better than projected and 3,332 units up from the previous high set during the week ended June 23.

Last week's output was 11.28 percent more than the year-ago week's 58,499.

Year-to-date, 2,790,645 trucks have been completed, 30.83 percent more than the 2,133,000 assembled at this time last year.

General Motors' truck and bus assembly plant in Baltimore will stop production for three days this week due to what GM called "a shortage of quality parts."

Production is scheduled to resume next Monday (Nov. 26).

GM's plant in Detroit scheduled one overtime shift Saturday (Nov. 17). Its plant in Janesville, Wis., scheduled two overtime shifts Saturday.

Chrysler Corp.'s Warren (Mich.) plant also scheduled two overtime shifts Saturday.

Ford Motor Co.'s Louisville facility also worked Saturday.

Chrysler's Warren plant is scheduled to work two nine-hour shifts today and tomorrow (Nov. 19-20).

Canadian output climbs for week; 23,078 cars built

Canadian car production of 23,078 units registered a small gain last week (4.72 percent), since the previous week's expected 1984 high was not attained. That week's actual production was 22,038 cars.

Last week's total was 9.17 percent better than the year-ago week's 21,140.

Annual truck production passed the 700,000 mark last week, a level not reached last year when 560,864 trucks were built.

Last week's output of 17,031 trucks was 14.77 percent better than the previous week's 14,839 and 13.25 percent more than the year-ago week's 15,038.

Chrysler Corp.'s Windsor (Ont.) plant assembled 2,040 Plymouth Voyagers, 2,055 Dodge Caravans and 605 Mini Ram Vans last week, bringing the total T-115s completed this year to 206,204.

International Harvester lost three days' production because of a strike that began last Wednesday (Nov. 14).

General Motors closed its B Line in Oshawa, Ont., last week for changeover from the regular-size Chevrolet Caprice to the mid-size front-wheel-drive Pontiac 6000.

Production is scheduled to begin by the end of February, 1985.

CANADIAN CAR PRODUCTION

	Week Ended Nov. 17, 1984	Same Week, Nov. 19 1983	Week Ended Nov. 10 1984	November to Date	Jan. 1, to Nov. 19 1983	Jan. 1, to Nov. 17, 1984
AMERICAN MOTORS	609	730	609	1,462	25,915	19,907
CHRYSLER CORP.	.....	.....	.....	.....	104,365	.....
FORD MOTOR	11,040	7,628	8,322	23,762	239,604	390,906
GENERAL MOTORS	11,249	12,602	12,883	28,043	475,180	508,957
VOLVO	180	180	224	494	9,357	9,225
Total Cars, Canada	23,078	21,140	22,038	53,761	854,421	928,995

TRUCK PRODUCTION IN U.S.†

	Week Ended Nov. 17, 1984	Same Week, Nov. 19 1983	Week Ended Nov. 10 1984	November to Date	Jan. 1, to Nov. 19 1983	Jan. 1, to Nov. 17, 1984
CHEVROLET	18,936	19,117	21,761	47,552	741,836	876,555
DODGE	5,500	4,000	5,562	12,910	128,866	189,110
FORD	24,875	22,118	25,682	60,968	827,913	1,065,918
GMC	7,214	6,215	7,862	17,860	234,732	288,947
INTERNATIONAL	1,574	1,231	1,573	3,778	45,752	67,564
VOLKSWAGEN	.....	.....	.....	.....	2,079	.....
JEEP	3,750	3,320	3,771	9,043	92,440	165,978
NISSAN	2,200	1,448	2,905	5,996	12,952	88,263
AM GENERAL	50*	50*	50*	120	2,210*	2,310
MISCELLANEOUS	1,000*	1,000*	1,000*	2,400	44,600*	46,000
Total Trucks, U.S.	65,099	58,499	70,166	160,672	2,133,000	2,790,645

CANADIAN TRUCK PRODUCTION

	Week Ended Nov. 17, 1984	Same Week, Nov. 19 1983	Week Ended Nov. 10 1984	November to Date	Jan. 1 to Nov. 19 1983	Jan. 1, to Nov. 17, 1984
CHRYSLER CORP.	6,904	5,402	5,526	15,908	115,201	321,955
FORD MOTOR	3,664	3,361	2,915	7,895	126,025	137,612
GENERAL MOTORS	6,248	6,142	6,182	14,318	232,921	245,898
INTERNATIONAL	215	133	216	511	5,039	7,617
Total Trucks, Canada	17,031	15,038	14,839	38,632	479,186	713,082
N. American Trucks	82,130	73,537	85,005	199,304	2,612,186	3,503,727

†—Now includes window van production. *—Estimated.
Jeep includes commercial only. AM General includes government-destined vehicles.

U.S. CAR PRODUCTION

	Week Ended Nov. 17, 1984	Same Week, Nov. 19 1983	Week Ended Nov. 10 1984	November to Date	Jan. 1, to Nov. 19 1983	Jan. 1, to Nov. 17, 1984
AMERICAN MOTORS	4,800	5,792	4,653	.....	174,827	172,595
AMC Total	.....	.....	.....	.....	4,071	.....
Eagle	.....	.....	.....	.....	4,071	.....
Renault Total	4,800	5,792	4,653	11,169	170,756	172,595
Alliance	3,000	3,000	2,873	6,941	141,149	98,839
Encore	1,800	2,792	1,780	4,228	29,607	73,756
CHRYSLER CORP.	27,600	24,800	27,150	65,663	783,306	1,119,731
Plymouth Total	8,800	7,550	8,778	20,974	272,516	341,511
Horizon	3,500	2,700	3,484	8,356	101,994	145,719
Reliant	3,400	4,700	3,524	8,280	165,414	156,946
Caravelle	1,500	100	1,268	3,256	4,709	19,495
Gran Fury	400	50	502	1,082	399	19,351
Chrysler Total	8,300	8,400	8,134	19,707	199,269	361,038
LeBaron	2,300	1,800	2,318	5,562	75,687	105,048
LeBaron GTS	1,000	.....	966	2,299	.....	4,051
Laser	1,400	2,600	1,423	3,401	16,726	64,123
New Yorker/E-Class	1,400	1,800	1,432	3,444	96,014	82,814
Fifth Avenue	2,200	2,200	1,995	5,001	10,842	105,002
Dodge Total	10,500	8,850	10,238	24,982	311,521	417,182
Omni	2,700	3,100	2,744	6,555	111,685	133,285
Aries	2,800	3,700	2,820	7,044	125,373	128,276
Daytona	1,200	900	1,180	2,828	11,912	48,301
Dodge 400	.....	.....	.....	.....	18,478	.....
Dodge 600	1,600	1,100	1,568	3,718	43,386	67,487
Lancer	800	.....	789	1,839	.....	3,229
Diplomat	1,400	50	1,137	2,998	687	36,604
FORD MOTOR	40,756	35,487	37,723	95,278	1,378,077	1,597,518
Ford Division	26,276	22,833	23,589	60,365	894,271	1,033,252
Escort	7,112	7,254	6,992	17,112	253,241	311,739
Fairmont	.....	.....	.....	.....	23,728	.....
Mustang	3,520	3,421	2,404	6,950	107,377	123,870
LTD	4,728	3,944	4,299	11,221	158,969	203,091
Thunderbird	2,772	3,554	3,229	7,293	170,361	133,226
Crown Victoria	2,207	1,433	1,976	5,054	83,770	76,260
EXP	1,098	366	1,094	2,629	1,407	37,874
Tempo	4,839	2,861	3,595	10,106	95,035	147,192
L-M Division	14,480	12,654	14,134	34,913	483,806	564,266
Mercury Total	10,327	10,234	10,632	25,624	391,479	412,917
Lynx	1,120	1,497	1,231	2,848	57,049	61,989
Capri	462	587	375	1,127	22,578	16,477
Zephyr	.....	.....	.....	.....	8,601	.....
Marquis	2,922	1,830	3,314	7,497	67,426	108,082
Cougar	3,073	2,861	2,692	6,845	114,379	103,651
Grand Marquis	1,602	2,153	1,570	3,978	84,323	82,347
LN7	.....	.....	.....	.....	290	.....
Topaz	1,148	1,306	1,450	3,329	26,833	40,371
Lincoln Total	4,153	2,420	3,502	9,289	92,327	151,349
Continental	748	467	638	1,685	10,811	32,928
Lincoln	2,942	599	2,480	6,581	55,313	94,732
Mark VI/VII	463	1,354	384	1,023	26,203	23,689
GENERAL MOTORS	98,905	100,458	90,336	218,118	3,546,701	3,927,572
Buick Total	23,337	20,090	24,248	54,663	799,193	883,907
Skylark	2,728	3,337	3,363	6,519	98,528	96,561
Skyhawk	1,703	2,497	1,819	4,578	67,119	118,931
Somerset Regal	2,125	.....	1,995	4,825	.....	19,154
Century	5,887	3,727	5,752	13,283	150,918	204,284
Regal	2,340	3,822	3,117	6,601	215,145	160,910
LeSabre/Electra (rwd)	5,218	5,121	5,013	11,301	220,520	165,290
Riviera	1,417	1,586	1,186	3,191	46,963	47,132
Electra (fwd)	1,919	.....	2,003	4,365	.....	51,645
Cadillac Total	8,146	6,916	7,612	18,193	276,105	292,805
Cimarron	340	530	112	539	18,374	14,091
Seville	904	774	767	2,066	31,272	34,650
Eldorado	1,842	1,479	1,557	4,108	65,884	68,233
Cadillac	1,600	4,133	1,473	3,674	160,575	101,656
DeVille (fwd)	3,460	.....	3,703	7,806	.....	74,175
Chevrolet Total	28,300	33,224	23,879	60,540	1,177,423	1,322,629
Chevette	2,742	4,356	2,832	6,631	184,637	159,201
Cavalier	8,326	7,728	4,204	15,298	272,902	357,982
Celebrity	5,181	6,300	5,330	11,683	152,302	254,834
Camaro	4,876	5,459	4,190	10,433	175,441	204,980
Citation	1,472	1,935	2,022	3,718	78,445	94,785
Malibu/El Camino	576	498	436	1,217	98,853	21,713
Monte Carlo	1,013	4,493	1,008	2,526	107,959	90,197
Chevrolet	3,154	1,680	2,843	6,659	82,322	108,038
Corvette	960	775	1,014	2,375	24,562	30,899
Oldsmobile Total	27,834	26,551	23,931	59,623	914,023	954,311
Omega	.....	1,733	.....	.....	50,634	29,289
Firenza	1,925	1,786	15	1,986	43,461	60,543
Cutlass Supreme	5,287	7,995	5,922	13,338	272,413	231,004
Cutlass Ciera	7,088	5,566	5,676	14,797	191,759	223,689
88/98 (rwd)	7,382	8,456	6,962	16,150	318,048	281,961
Olds 98 (fwd)	2,710	.....	2,774	6,065	.....	67,429
Calais	2,380	.....	1,684	4,897	.....	20,478
Toronado	1,062	1,015	898	2,390	37,708	39,918
Pontiac Total	11,288	13,677	10,666	25,099	379,957	473,920
Acadian†	.....	339	248	344	13,367	13,178
2000 Sunbird	2,642	4,363	1,712	5,323	100,218	124,770
1000	578	1,088	513	1,380	38,036	36,174
Firebird	2,600	3,298	1,981	5,292	90,546	96,317
Phoenix	.....	589	.....	.....	22,776	14,116
Grd. Prix/Bonneville	.....	1,966	.....	.....	85,563	29,733
Parisienne	2,398	472	2,083	5,015	10,654	41,589
Fiero	1,200	1,562	2,416	3,616	18,797	104,278
Grand Am	1,870	.....	1,713	4,129	.....	13,765
HONDA	3,060	1,853	3,617	7,857	45,308	122,692
VOLKSWAGEN	1,900	2,342	1,672	4,176	86,723	66,568
Total Cars, U.S.	177,021	170,732	165,151	391,092	6,014,942	7,006,676
Total Cars, Canada	23,078	21,140	22,038	53,761	854,421	928,995
N. American Cars	200,099	191,872	187,189	444,853	6,869,363	7,935,671
N. American Trucks	82,130	73,537	85,005	199,304	2,612,186	3,503,727
North American Cars and Trucks	282,229	265,409	272,194	644,157	9,481,549	11,439,398

†—All Acadians are built in Canada. *Estimated.

Automotive News

November 26, 1984

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Such an engine is years away, report says

Japanese push ceramics

By Geoff Sundstrom
Washington Reporter

WASHINGTON. — Use of ceramic components is increasing on Japanese automobiles, but completion of an all-ceramic engine certainly will not happen "within the decade," according to a report by the National Research Council's National Materials Advisory Board.

The report, High-Technology Ceramics in Japan, found "the Japanese do not appear to have a technical edge over the U. S. in the field of ceramics in general."

However, it did find an impressive Japanese effort underway to transform high-technology ceramics know-how into manufacturing processes and consumer goods.

Much of the basic research being relied on by the Japanese is of U. S. origin, but the Japanese are building on that largely academic understanding by producing products of use to a variety of industries, including auto manufacturing.

The Japanese strategy is to develop so-called "thin markets" for high-technology ceramics.

That strategy is being pursued by the Ministry of International Trade and Industry, the Japanese Fine Ceramics Assn. (an inter-industry association) and the MITI-budget-controlled Engineering Ceramics Assn. for High-Performance Ceramics.

The goal is to gain widely diffused practical experience with ceramics throughout the Japanese economy by finding products that can now be made of ceramics that might otherwise be made of more traditional materials.

• The idea seems to be that a working knowledge of ceramics — that could produce cost and technology breakthroughs — is worth whatever short-term disadvantages the material now holds for manufacturers.

A secondary gain is that these new material toeholds will help build acceptance of ceramics among consumers and familiarity among industrial users of components now made of plastics and metals.

Toyota Motor Corp. is now banking on the high-technology lure that fine ceramics seem to have for Japanese consumers. Toyota is heavily committed to ceramics research and applications and has used the ceramic content of Toyota vehicles as a selling point.

According to the report, Nissan, Honda and Isuzu are aggressively competing to find new uses for high-technology ceramics on their products, with Isuzu being committed to the introduction of at least one new ceramic engine component each year.

The report predicted that ceramic automobile components will be common on Japanese autos by 1990 and available on all Japanese makes by 1993.

• But most of those applications are expected to replace relatively small, low-value engine components — at least initially.

Again, the idea in the Japanese auto industry is to build experience and confidence, to

Continued on Page 8, Col. 4

breaking news

UAW and Chrysler hold informal talks

DETROIT.—The UAW and Chrysler Corp. have held informal talks on the possibility of reopening the current labor agreement, according to Thomas Miner, Chrysler labor relations vice president. The contract expires Oct. 15, 1985. There has been no formal request from the union to reopen the pact, but the UAW has indicated it will send a letter asking for early bargaining.

Chapman family sells Lotus shares

LONDON. — The British earthmoving-equipment maker JCB and a British merchant banking group, Schroeder Wagg, have purchased nearly all the Group Lotus shares held by the family of the late Colin Chapman.

Canadian UAW talks merger with Air Line union

TORONTO.—The 100,000-member Canadian UAW has begun merger talks with the 4,500-member Air Line Employees Assn. The Canadian UAW currently is part of the International UAW based in Detroit, but UAW Vice President Robert White has said there have to be changes if that relationship is to continue. He has advocated a Canadian Metalworkers Federation. Merger talks are also being held with two other unions with a combined membership of about 20,000. White would not identify the unions.

See BREAKING NEWS, Page 8, Col. 1

Rebound to follow late '84 slowdown

RV leaders see years of growth

By Jack Walsh
Truck & RV Editor

LOUISVILLE. — Recreational-vehicle sales have slowed somewhat in the second half of 1984, but industry leaders are confident of a rebound after the first of the year and steady growth for the remainder of the decade.

Optimism was high here at the start of the 22nd annual national RV show sponsored by the Recreation Vehicle Industry Assn. More than 1,000 of the latest models and thousands of RV parts and accessories are being displayed at the biggest show in six years.

Other RV and LV stories are on Pages 16 and E-1 to E-28 following Page 32.

Robert D. Burger, Chevrolet general manager, is looking for an upturn in RV sales in the first quarter of 1985 and said Chevrolet expects its RV business next year to hit record levels for the third consecutive year.

"Generally, RV sales are slow during the fourth quarter, the quarter in which a number of trade shows take place," he said. "These shows usually generate sales that show up during the first and second quarters of the following year."

Thomas H. Corson, chairman, Coachmen Industries, Inc., thinks sales will be up in 1985, but at a slower rate than this year.

"We look for a 5 to 10 percent growth in units, a contin-

Continued on Page 63, Col. 1

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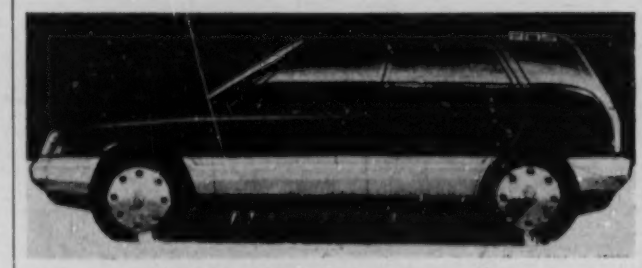
Fresh at Turin

A Ford reply to Fiero?

Maya idea car was displayed at the Turin Motor Show by ItalDesign. Ital's Giorgetto Giugiaro said the Maya is a result of a "stimulus from Ford." In Turin, it was viewed as a positive Ford response to the Pontiac Fiero and the coming mid-engined Toyota.

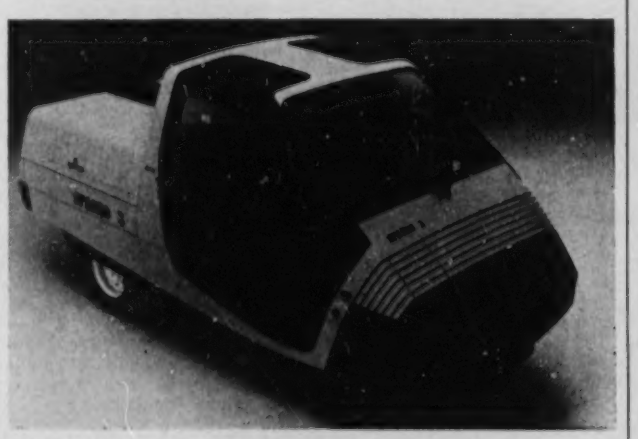


A Peugeot idea by Pininfarina

Station wagon version of Peugeot 205 is a product of Pininfarina imagination. The vehicle was displayed at the Turin Motor Show, but there are no plans for production.

Lancia Thema ready to roll

Turbocharged Lancia Thema was a new Fiat entry at the Turin Motor Show. The car had been previously announced, but is now going into production.



Close to the minimum

Maggiora Spazio 3 idea concept vehicle based on the Piaggio three-wheeled utility vehicle widely used in Italy. It was on display at the Turin Motor Show.

More show pictures on Page 3.

AMC to discuss timetable in January

China to get a Jeep replacement

By Richard Johnson
Detroit Reporter

American Motors and its Chinese partner are due to set a timetable in January for introduction of a replacement for the BJ212 four-wheel-drive currently being assembled at Beijing.

Passenger-car production plans for the Far East are also scheduled to be addressed at a meeting of the Beijing Corp. board of directors, according to Jose Dedeurwaerder, AMC president and chief executive officer.

Beijing Jeep, a joint venture of AMC and the Chinese Government, is currently assembling a four-door, five passenger 4x4 based on a Russian design of the 1950s. At the same time, the joint venture has been laying plans for the next generation BJ213 that is expected to be marketed in China and throughout the Far East within three years.

"We've decided to upgrade the product we are building in China, which is a very old product," said Dedeurwaerder in an interview with AUTOMOTIVE NEWS. "Our final position on the timing to launch the vehicle will be taken in January with the board of directors of Beijing Jeep Corp."

The AMC president said the partnership is also working to develop a network of Chinese suppliers for BJ213 components.

• "In China, the integration is not going to a supplier and telling him to develop a part," he said. "If you want parts, you first develop the means and the tools and then you have a part."

The BJ213 will be built around the Jeep CJ platform, although AMC officials have said it will be an entirely different vehicle. AMC engineers began working on the project last summer, and Chinese representatives have visited the corporation's Southfield (Mich.) headquarters to review progress.

"We have a very good relationship with the Chinese people," said Dedeurwaerder. "There are Chinese engineers in Detroit who are in training programs in our company. What has surprised us most is that they are more in a hurry than we were initially."

Plans have called for production of about 20,000 BJ212 vehicles this year for the Chinese domestic market and about twice that many in 1985.

Dedeurwaerder said plans are also being formulated for possible passenger-car production at Beijing, probably based on a Renault Alliance platform.

"At the same meeting, we will finalize that, too — on the preproduction — to see what they are really looking for," he said. "If we do something, it will be on a type of Alliance, Renault 9 platform. We are working with our partner Renault to have the right product to put in China.

• "It is very difficult to take cars that are at the technical level we are putting in cars today and put them in China," Dedeurwaerder said.

"For example, you have to revise the suspension because the roads are not very good. You have to revise the engine because there is no need to have an injected engine and things like that. You have to handle the technical portion of the business differently."

The future course of passenger-car development is expected to be set at the upcoming Beijing Jeep board meeting.

"We are looking at it and we can probably give you a fairly good position after the end of January," said Dedeurwaerder. "It is very interesting to us."

In September, AMC said it has invested $16 million in the Chinese project, including $8 million in technology. By reinvesting profits, AMC will eventually hold 49 percent ownership. Its current stake in the operation is 31.3 percent.

GM employes upset by transfer to EDS

By Marjorie Sorge
Labor Editor

White-collar employes who will be transferred to Electronic Data Systems Corp. Jan. 1 have begun signing petitions requesting that the UAW become their bargaining agent.

Beginning Jan. 1, about 7,000 data processing workers in the U. S. will be transferred to EDS, which is now a wholly owned subsidiary of GM. Many workers however, are concerned about changes in wage and benefit structures and job security and have shown an interest in joining the UAW.

According to a union source, signing petitions is the first step in organizing. The UAW has made a full economic commitment to the organizing drive, he said, and will try to call an election as soon as possible.

However, according to one union official close to the drive, it is unlikely that an election could be held by the Jan. 1 transfer date.

EDS and GM, while indicating that there will be some changes in benefits, maintain that in the long run the bottom line will be basically the same.

• The data processing workers are angry about the transfer because they had no voice in the decision, said one source. Other salaried workers share that anxiety, fearing that GM will acquire other companies in its move to diversify and transfer workers in other areas, he said.

"The whole problem is psychological," the source said. "Many people who come to work for GM expect to do so from the cradle to the grave."

The data processing white-collar workers' interest in organizing became apparent a few weeks ago when about 400 people in the Detroit, Flint and Saginaw areas attended an organizing meeting.

If the union is elected as the bargaining agent, the bargaining unit would be part of the UAW's office workers' section.

GM has long fought against any organizing of white-collar workers and plans to continue that position, a spokesman said.

Audi 4000 prices up $620 to $710

TROY, Mich.—U. S. prices of Audi 4000 and GT Coupe models have been increased $620 to $710 for '85.

The 4000-S four-door sedan is $13,950, up $710; the 4000-S Quattro four-wheel-drive four-door sedan is $17,450, up $620, and the GT Coupe is $15,250, up $665.

The '85 prices of the Audi 5000-S sedan and wagon and the 5000-S Turbo sedan were announced earlier. They are up $620 to $1,070.

GM donates $1 million to ITI building campaign

ANN ARBOR, Mich. — General Motors has donated $1 million to the Industrial Technology Institute Building Campaign.

ITI was established to provide businesses with basic engineering research and development assistance to support automated manufacturing technologies and to collaborate on joint ventures with industrial partners.

DeLorean cancels second lecture to college group

DETROIT. — Former auto maker John Z. DeLorean has canceled a second university lecture, originally scheduled for this week.

DeLorean, acquitted last summer of conspiracy to distribute cocaine, was to be the guest speaker at Butler University in Indianapolis, Nov. 28, but a spokesperson for the Student Assembly, the sponsor of the lecture, said DeLorean has backed out of the engagement.

A lecture had been set for the night before at Schoolcraft College in Livonia, Mich., but was canceled when DeLorean failed to sign a contract.

He was to receive $12,000 for each lecture.

Other universities reportedly were negotiating to have DeLorean address students. His topic at Schoolcraft and Butler was to have been FBI surveillance of business people.

The Schoolcraft College lecture would have been DeLorean's first public appearance since the drug trial.

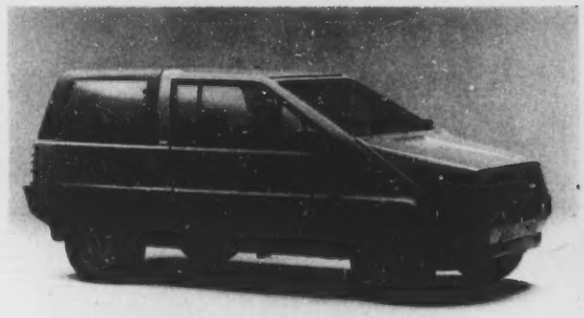
More from Turin

Magnum with 4 to go

Rayton Fissore Magnum station wagon boasts four-wheel drive for maximum traction. Exhibited at the Turin Motor Show, it is said to be ready for immediate production.

New face for an aging shape

Innocenti 650 makes do with a body that gives away its descent from the British Mini. But styling from windshield forward gives a more contemporary look. It was displayed at the Turin Motor Show.



4WD in mini-size

Maggiora Gobi 4WD, designed by Paulo Martin, was presented for the first time at the Turin Motor Show. It is based on the Fiat Panda.

Slick new wagon from Fiat

New entry from Fiat, displayed at the Turin Motor Show, is this Regata Weekend 100-S station wagon. The little charmer is based on the Fiat Regata sedan.

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60th year — No. 5050

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